

Hobson Insurance

BUSINESS & LABOR

EXHIBIT NO. 1DATE 1/16/09BILL NO. SB89

January 13, 2009

Kathie A. Bailey
Executive Director
Snowy Mountain Development Corporation
613 NE Main Street
Lewistown, MT 59457

Re: New Worker Training Grants

Dear Kathie:

We were honored and sincerely appreciative of the funds we received last year. Everyone is now licensed and we have a firm commitment to offer our clients the most knowledgeable staff possible. Due to the level of expertise required in the industry and the high cost of obtaining the professional training, the grant is vital to our small business.

Our agency has developed a niche marketing strategy for servicing the insurance needs of retail buying groups located across the United States. We compete with local agents in other states as well as large brokerage firms to bring business into our rural Montana office. In order to do so, it is imperative to have a qualified staff fully trained to handle the sophisticated needs and complex issues that today's business owners face. Also, due to the increasing demand from our national clients, we have recently made the commitment to offer personal insurance to the buying group members.

With the support of this wonderful grant program, we are able to get our new employees the necessary training at a much faster pace than our normal training budget would allow. We are fortunate to have a staff eager to pursue additional training and excited to earn professional designations. Together we create an agency of value for all of our clients and will continue to grow in the national arena.

We sincerely "Thank you" for this wonderful program.

Sincerely yours,



Dale Longfellow
Honorary Chairman of the Board of Directors

Copy to: Kathy Longfellow
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